



2018 ANNUAL REPORT & FINANCIAL STATEMENT SUMMARY

"EXPORT BUSINESS, TOMORROW'S BUSINESS"

GET IN TOUCH

@

 430 Aguiyi Ironsi St, Wuse, Abuja, Nigeria.

 ceo@nepc.gov.ng
enquiries@nepc.gov.ng
helpdesk@nepc.gov.ng

 <https://nepc.gov.ng>

 +234 (9) 462 1555
+234 (9) 291 0966
+234 908 744 9914
+234 908 744 9915

Who we are:

The Nigerian Export Promotion Council (NEPC) was established through the promulgation of the Nigerian Export Promotion Council Decree No.26 of 1976. The act was [amended] by Decree No.72 of 1979 and further amended by the Nigerian Export Promotion Council Decree No.41 of 1988. Appended to the law was the Export (Incentives and Miscellaneous Provisions) Decree No.18 of 1986, as well as Nigerian Export Promotion Council Amendment Decree No. 64 of 1992.

The Nigerian Export Promotion Council deals with the development, diversification of Nigeria's export trade to assist in promoting the development of export related industries in Nigeria, spearhead the creation of appropriate export incentives and to actively articulate and to promote the implementation of export policies and programmes of the Nigerian Government.

Contents

1

Introduction

Executive Director/CEO Statement

Corporate Information

A Brief History

Corporate Structure

2018 Executive Management Board

NEPC Wins big at the 2018 World Trade Promotion Organisations Awards

The Winning Initiative

The Impact

The WTPO Awards

2

Strategic Planing Programmes

Presentation and Review of 2018 Workplan

Capacity Building of a NEPC Staff on Medium Term Expenditure Framework & Economic Recovery & Growth Plan 2017-2020

NEPC/International Trade Center/Business France/ AFD Strategic Collaboration

Capacity strengthening programme on Export Audit for Trade Promotion Officers in NEPC Regional Offices using the CBI Mode

3

National Committee on Export Promotion

Introduction

Terms of Reference

Membership

Implementation Framework

4

Trade Information Services

13th Forum of the United Nations Centre for Trade Facilitation and Electronic Business (UNCEFACT)

"Export Made Easy" Capacity Building Session

Dissemination of Trade Related Information on Products, Pricing, Quality and Standards.

Trade Enquiries

A Sensitization Workshop on Export Procedures and Financing

Strengthening of Online Trade Information Services

5

Product Development Programmes

Product Development Programmes on Strategic Products in the Zero Oil Plan

Expediting Market Access for Nigerian Honey & Honey Products to European Union

Development of Rice Value Chain for Export

Technical Support and Capacity Building Programmes to Small Holder Agricultural Producers

Development of Soya Beans for Export

Cocoa Export Development Project

Export Packaging for MSMEs

Solid Minerals(Genstones) Development for Export

Facilitating Best Practices in Agricultural Produce Drying, Quality Improvement and Preservation for Export Competitiveness

Repositioning Nigeria Rubber for Competitiveness

6

Training Programmes

Introduction

Export Clinic

Zero to Export Training Programme

7

Market Access for Nigerian Non-Oil Exportable Products

Export Market Access(22nd Ghana International Trade Fair)

28th Gulfood Exhibition held at Dubai World Trade Centre from 18th - 22nd February 2018

42nd Dar es Salaam International Trade Fair Tanzania (28th June - 13th July, 2018)

Intra - African Trade Fair (11th June - 17th December, 2018)

International Trade Fair (2018), Kaduna, Lagos, Enugu, Port Harcourt, Kano

8

Incentive Administration: Export Expansion Grant

Presentation of the Draft Guidelines for the new Basket of Incentives (NBI Meetings)

Factory/Facility Inspection for Exporters under the EEG Scheme

Presentation Initiative on Continuous Audit (PICA) (Verification Exercise)

Establishment of NEPC Training Center on Iso Management System with Support from Unido (Strategic Partnership)

9

Strategic Collaborations

ITC Benchmarks NEPC for Efficiency

Export Competency Development Programme

Scoping Mission to Sial Food Expo Paris France

10

Women in Export Development Programmes

Launch of Shetrades in Commonwealth

Survey on Women Participation in Border Trade

Implementation of the Shetrades Initiative in Nigeria

African Growth and Opportunity Act

11

Non-Oil Export Performance Statistics

Introduction

Top Ten Destinations of Nigeria Non-Oil Export 2017

Nigeria Non-Oil Export Product Standing 2018

12

Export Program: Performance of Regional and State Offices

Exporter Registration and Trade Enquires

Export Activities

13

Financial Summary



Acronyms

AFD	French Development Agency
CBI	Centre for the Promotion of Imports from Developing Countries
CEO	Chief Executive Officer
CQI	Chartered Quality Institute
EDF	Export Development Fund
EEG	Export Expansion Grant
EPAP	Export Promotion Action Plan
ERGP	Economic Recovery and Growth Plan
EU	European Union
GAP	Good Agricultural Practices
GMP	Good Manufacturing Practice
GWP	Good Warehouse Practice
HACCP	Hazard Analysis and Critical Control Point
ICT	Information & Communications Technology
IPSAS	International Public Sector Accounting Standard
IRCA	International Registrar for Certified Auditors
ISO	International Organization for Standardization
ITC	International Trade Centre
KPI	Key Performance Indicators
LGA	Local Government Area
MOPSE	Operational Management of Export Promotion Programmes
MSME	Micro Small and Medium Enterprises
MTEF	Medium Term Expenditure Framework
NBI	New Basket of Incentives
NCOA	National Chart of Accounts
NEPC	Nigerian Export Promotion Council
NQIP	National Quality Infrastructure Project
OSOP	One State One Product
PIA	Pre-Shipment Inspection Agent
PICA	Presidential Initiative on Continuous Audit
QP	Quality Procedures

Acronyms

RMP	Residue Monitoring Plan
SEN	Service Export from Nigeria
SME	Small and Medium Enterprise
TISI	Trade Investment Support Institution
TIPO	Trade Investment Promotion Organization
TPO	Trade Promotion Offices
UNCEFACT	United Nations Centre for Trade Facilitation and Electronic Business
UNIDO	United Nations Industrial Development Organization

1

The WTPO Awards



Executive Director/CEO Statement



OLUSEGUN AWOLOWO



The year 2018 has been notable for the strong performance of the non-oil export sector. We have witnessed a 26.68% increase in the value of non-oil exports of goods, whilst the services export sector has also seen considerable growth. Admittedly, there is a long way to go. Crude oil exports still dominate overall exports and its prices continue to remain volatile. We must plough on and continue in our attempts to diversify the country's export base.

Moreover, the year 2018 has been significant for the Nigerian Export Promotion Council (NEPC) as we have received international recognition for one of our programmes. I am extremely honored that the Council was awarded the International Trade Centre's 2018 World Trade Promotion Organization Award for "Best Initiative to Ensure that Trade is Inclusive and Sustainable" for our Zero to Export Initiative. Receiving the award on behalf of the Council was a great honour, as it is the first time we have won an International Trade Centre Award. But more importantly, our Zero to Export Initiative had a profound impact on the economy with 560 companies and individuals trained, \$1.3 million of working capital raised, and new products exported by SMEs to Europe for the first time. Looking ahead to 2019, the Council will seek to build on our modest successes to further fulfil our vision of making the world a market place for Nigerian non-oil goods and services. We are beginning to see the early fruits of the Zero Oil Plan, for which I must congratulate the National Committee on Export Promotion. However, full implementation of the Zero Oil Plan is of paramount importance if we are to see the scale of economic diversification that Nigeria needs. I have no doubt that with effective collaboration among all relevant stakeholders, we will leave behind a bright future for our children, a future where Nigerian will not only survive without oil, but will prosper. Export business...tomorrow's business.



CORPORATE INFORMATION



Our Vision

"To make the world a market place for Nigerian non-oil goods and services"



Our Mission

"To spearhead the diversification of the Nigerian economy by expanding and increasing non-oil exports for sustainable and inclusive economic growth".



Our Core Values

Integrity, Patriotism, Professionalism, Fairness, Teamwork and Customer Care.

A brief History

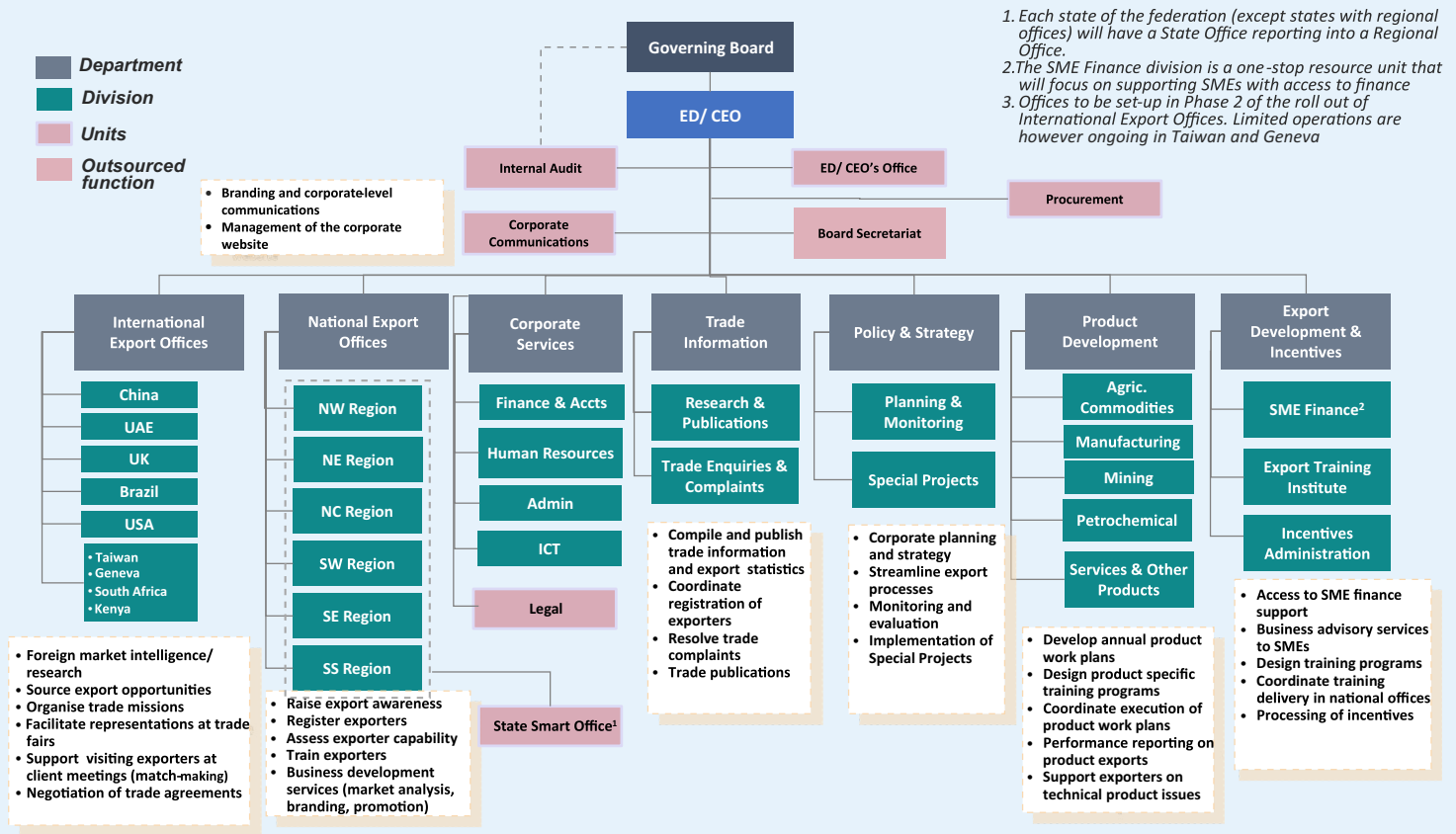
The Nigerian Export Promotion Council (NEPC) was established in 1976 as the Federal Government of Nigeria's apex institution for promoting, developing and diversifying of exports. The primary goal then was to diversify the nation's treasure base from oil to non-oil using the NEPC as a platform to stimulate, develop and promote non-oil activities that would help increase the basket of exportable products from Nigeria.

Over the years NEPC has worked to achieve its mandate by coordinating and harmonising export development promotion activities in the country, taking the lead in all national export programmes, interfacing with international trade agencies on cooperation and capacity building. The Chief Executive Officer and his Management team provide operational direction to a staff of over 450 people. The Council has its headquarters in Abuja and one Regional Office in each of the six geopolitical zones. These Regional Offices supervise Export Assistance Centers in 20 states. In the last four years, NEPC under the leadership of Mr. Olusegun Awolowo, Executive Director/CEO has recorded successes in the Council's drive to enhance contributions from the non-oil sector to the Gross Domestic Product (GDP) of Nigeria. These were achieved through the following activities and strategies as highlighted in this report.

**AUDITOR: SIAO (CHARTERED ACCOUNTANTS)
BANKER : CENTRAL BANK OF NIGERIA**



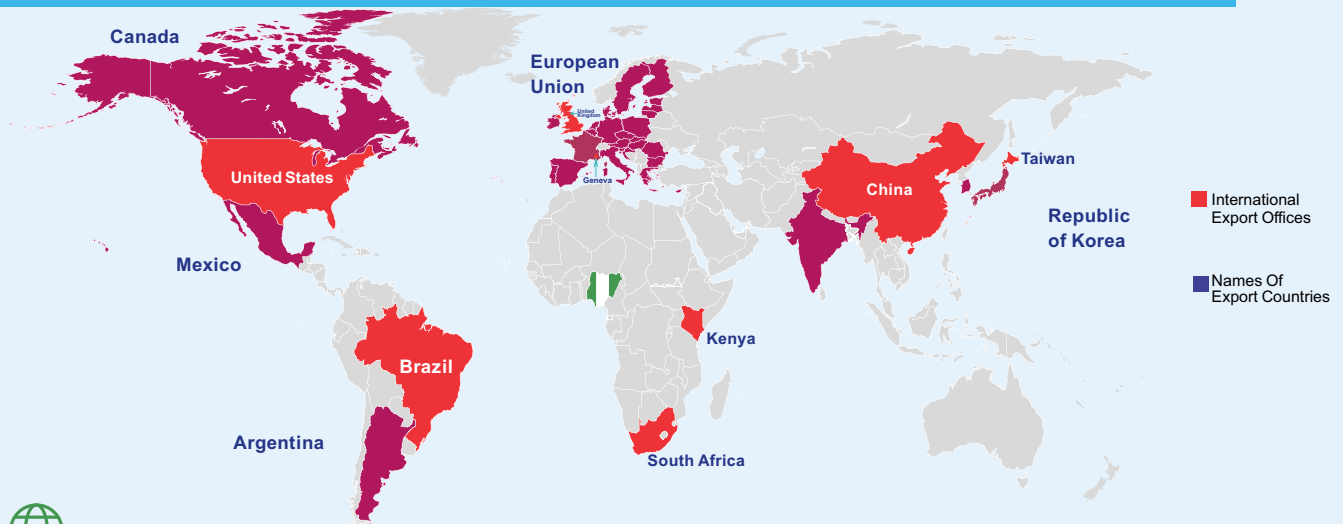
CORPORATE STRUCTURE



1. Each state of the federation (except states with regional offices) will have a State Office reporting into a Regional Office.
2. The SME Finance division is a one-stop resource unit that will focus on supporting SMEs with access to finance
3. Offices to be set-up in Phase 2 of the roll out of International Export Offices. Limited operations are however ongoing in Taiwan and Geneva

1. Each state of the federation (except states with regional offices) will have a State Office reporting into a Regional Office.
2. The SME Finance division is a one-stop resource unit that will focus on supporting SMEs with access to finance.
3. Offices to be set-up in Phase 2 of the roll out of International Export Offices. Limited operations are however ongoing in Taiwan and Geneva.

Nigerian Export Promotional Council International Export Offices



2018: Executive Management Board



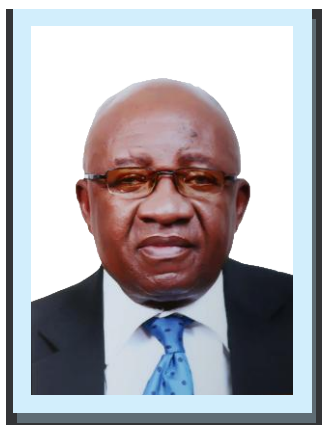
Mr. Olusegun Awolowo

Executive Director/CEO
Nigerian Export Promotion Council



Mr. A. Sidi-Aliyu

Director, Policy and Strategy Department



Mr. George Enyeikpon

Director, Export Development & Incentives
Department



Mrs Uduak M. Etokowo

Director, International Export Office



Mr. William Ezeagu

Director, Product Development Department



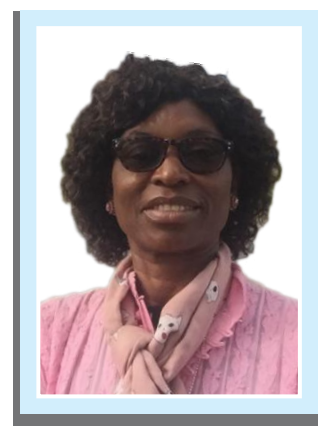
Dr. Ezra Yakusak

Deputy Director/ Head,
Corporate Services Department



Mr. Saave Nanakaan

Deputy Director/Head
National Export Office



Princess Estelle Igwe(ms)

Deputy Director/Head
Trade Information Department



NEPC WINS BIG AT THE 2018 WORLD TRADE PROMOTION ORGANISATIONS AWARDS



OCTOBER 26, 2018

NEPC has won the award for the Best initiative to ensure that trade is inclusive and sustainable. The nominated countries in the 'Best initiative to ensure that trade is inclusive and sustainable category' were Mauritius, Mongolia, Nigeria and Peru. The Executive Director of ITC Ms. Arancha González, made the announcement during the Gala evening and WTPO 2018 Awards presentation ceremony. She stated that the participating Trade Promotion Organizations who responded to ITC's invitation to compete for the awards went

through a two-step rigorous assessment process, which was completely independent of the ITC. Receiving the award on behalf of NEPC, Mr. Olusegun Awolowo the Executive Director/CEO of NEPC said he was humbled by the accomplishment. It is the first time NEPC will receive a World Trade Promotion Organizations award.

Mr. Awolowo who received the Award in the company of the Nigerian Ambassador to France, Her Excellency Dr Modupe Irele and the Chief Executive of Business France, Mr. Christophe Lecourtier, thanked ITC and other TPO's for supporting NEPC. More especially the CBI Netherlands for partnering with NEPC on the Zero to Export Initiative. Finally, Mr Awolowo thanked the NEPC team for their professionalism and commitment.

THE WINNING INITIATIVE:

NEPC entered the competition with its Zero to Export initiative. The 'Zero to Export' initiative trains exporters on the export process, provides advice on products and markets, and enhances their marketing and management skills. The initiative has trained over 560 SME's.

THE IMPACT

The initiative has achieved remarkable results which include €22 million in potential sales to the European market where Nigerian companies had not previously been successful. New products exported by SMEs with value of more than \$30M, 10 new partnership alliances by SMEs while partnerships with three financial institutions on the project raised USD \$1.3 millions working capital for the exporters. Non-traditional valued at \$30 million per year which included ginger, cashew kernels, cocoa products, hibiscus, sesame seeds, columbite, monalite and zircon.



THE WTPO AWARDS

The WTPO Awards is open to all national trade promotion organizations (TPOs). It is designed to recognize and celebrate TPOs that excel in innovative and effective practices in export-development initiatives. According to ITC, the winning organizations have to show that they helped micro, small and medium-sized enterprises (MSMEs) to become competitive in international markets. This year, the Awards jury included senior TPO representatives from the 2016 award winners.

Other WTPO 2018 Award winning countries are Ghana, for the Best use of Information Technology and Qatar Development Bank for the Best use of a Partnership. While Egypt, Mongolia, Switzerland and South Korea received Awards of Recognition.

Ms González congratulated the winners for their outstanding initiatives and also commended all participants for their dynamic entries. She disclosed the 11 organizations nominated for this year's awards as Austria, Egypt, Ghana, Mauritius, Mongolia, Nigeria, State of Palestine, Peru, Qatar, Republic of Korea and Switzerland.



STRATEGIC PLANNING PROGRAMMES

2

Presentation and Review of 2018 Workplan

Capacity Building of NEPC Staff on Medium Term
Expenditure Framework & Economic Recovery &
Growth Plan 2017-2020

NEPC/International Trade Center/Business France/
AFD Strategic Collaboration

Capacity Strengthening Programme on Export Audit
for Trade Promotion Officers in NEPC Regional
Offices using the CBI Model



2.1 Presentation and Review of 2018 Workplan

The Objective:

- To review the work plan and budget submission of the various departments.

The Achievements:

- 8 Focus Group Sessions held with Exporters, Trade Associations & other stakeholders
- 4 Work plan Review sessions on NEPC projects and programmes
- Revalidated and strengthened current M&E process, templates, tools and indicators.

2.2 Capacity Building NEPC Staff on Medium Term Expenditure Framework & Economic Recovery & Growth Plan 2017-2020

The Objective:

- To update the NEPC planning officers on NEPC strategic plan and programmes based on ERGP (2017-2020) activities: implementation strategy, formulation of key performance indicators (KPI), and design of monitoring & evaluation templates

The Achievements:

- 40 NEPC scheduled officers trained on NEPC Strategic workplan/ERGP/M&E Template
- 120 NEPC staff trained on appropriate report writing

2.3 NEPC/INTERNATIONAL TRADE CENTER/ BUSINESS FRANCE/ AFD STRATEGIC COLLABORATION

MOPSE: Capacity Building Project to Strengthen the Operational Management of Export Promotion Programme

MOPSE is a tri-partite project anchored by Business France, Agence Francaise de Developement (French Agency for International Development) and the International Trade Centre, Geneva.

It was designed and delivered as a Capacity Building Project to Strengthen the Operational Management of Export Promotion Programmes (MOPSE) for National Trade Promotion Offices (TPO) from twenty (20) selected sub-saharan African countries. The capacity building workshops contributed to the enhancement of the Council's strategic and operational capacities and other Trade & Investment Support Institution (TISI), especially in the following areas:

- CEO Masterclass in Accra-Ghana (2018): - Facilitated the design of operational management (Leadership Action Plan) for the Council.
- Export Promotion Services workshop in Lagos-Nigeria (July 4-6, 2018) - Enabled the Council to design the 2019 Export Promotion Action Plan (EPAP) which is being implemented.
- TPO- CEO Meeting and Award in Paris-France (October 21-27, 2018).

2.4 Capacity Strengthening Programme on Export Audit for Trade Promotion Officers in NEPC Regional Offices using the CBI Model

The Objective:

- To provide fundamental tools required by Trade Promotion Officers to design Export Marketing Plan for old and new exporting companies.

The Achievements:

- Improved professional knowledge on export promotion
- Enhanced coaching capacity and competences
- Expedited efficient service delivery to exporters



North West, North Central and North East Regional and State Offices.



South East, and South South Regional and State Offices.

NATIONAL COMMITTEE ON EXPORT PROMOTION

3

Introduction

Terms of Reference

Membership

Implementation Framework



INTRODUCTION

The National Committee on Export Promotion (NCEP) was established on 28th September, 2017 to advise National Economic Council (NEC) on export promotion and specifically to implement the Zero Oil Plan as envisioned in the Economic Recovery & Growth Plan.

TERMS OF REFERENCE

The Terms of Reference of the Committee were to:

- i. Aggregate all the issues and recommendations proffered in all the presentations during the formation of the Committee.
- ii. Consult with the states for their inputs;
- iii. Draw up a workable plan to enhance export promotion; and
- iv. Submit progress report regularly to Council.

MEMBERSHIP:

The Chairman of the Committee is Alh. Moh'd Badaru Abubakar, mni, the Governor of Jigawa State and Co-Chairman is the Hon. Minister of Industry, Trade and Investment. Other members are:

- i. Governor of Ebonyi State
- ii. Governor of Lagos State
- iii. Hon. Minister of Agriculture & Rural Development
- iv. Hon. Minister of Power, Works & Housing
- v. Hon. Minister of Finance
- vi. Hon Minister of Solid Minerals Development (MSMD)
- vii. Governor of Central Bank Nigeria (CBN)
- viii. ED/CEO, Nigerian Export Promotion Council (NEPC)
- ix. MD, Nigerian Export Import Bank (NEXIM)
- x. MD, Nigerian Export Processing Zone Authority (NEPZA)
- xi. Secretary to NEC/Permanent Secretary, Ministry of Budget and National Planning
- xii. All State Governors are to be represented on the Committee and;
Co-opted members are:
 - xiii. Federal Ministry of Foreign Affairs
 - xiv. Nigerian Sovereign Investment Agency
 - xv. Nigerian Investment Promotion Commission
 - xvi. National Office for Trade Negotiation
 - xvii. Nigerian Customs Service

- vi. Bank of Industry
- vii. National Agency for Food and Drug Administration & Control
- viii. Nigerian Agricultural Quarantine Service
- ix. Standards Organization of Nigeria
- x. Nigeria Port Authority
- xi. National Agricultural Insurance Corporation
- xii. Sustainable Development Goals (SDG) Office
- xiii. Economic Advisory Council-Office of the Vice President
- xiv. Federation of Agricultural Commodities Association of Nigeria

IMPLEMENTATION FRAMEWORK:

Based on the Terms of Reference, a Technical Committee came up with a work-plan for implementation which specified immediate actions for the Committee and responsibilities of relevant stakeholders, provided guidance for proper governance and approvals needed for successful implementation. The following projects were drawn from the framework:

- i. Establishment of Domestic Export Warehouses (DEW)/Aggregation centres for exportable products
- ii. Establishment of an Export Trading Company (ETC)
- iii. Launching of an Anchor Borrower Programme for Exporters (ABPE)
- iv. Upgrading of existing major Export Commodity Markets
- v. Organize Nigeria Agri-Expo cum Convention
- vi. Technical Support and Capacity Building Programmes on Strategic Products in the Zero Oil Programme.

Achievements of the Committee:

- i. Designed an Implementation Plan for project implementation
- ii. Harmonized Export Development Plan submitted by States and stakeholders
- iii. Identified projects based on the Implementation Plan and States submissions
- iv. Developed templates and schematics for Domestic Export Warehouse and Anchor Programme for Exporters.
- v. Delivered capacity building programmes on strategic products in the Zero Oil Plan, provided equipment and farm inputs to farmers.

TRADE INFORMATION SERVICES

13th Forum of the United Nations Centre for Trade Facilitation and Electronic Business (UNCEFACT)

"Export made Easy" Capacity Building Session

Dissemination of Trade Related Information on Products, Pricing, Quality and Standards

Trade Enquiries

Sensitization Workshop on Export Procedures and Financing

Strengthening of Online Trade Information Services

4



13th FORUM OF THE UNITED NATIONS CENTRE FOR TRADE FACILITATION AND ELECTRONIC BUSINESS(UNCEFACT)

The Objectives

- To improve trade facilitation and efficiency
- To encourage close collaboration between governments and private businesses towards securing inter-operationability for exchange of information
- To provide a national focal point for collection and dissemination of information on best practices in international trade.

The Results:

- i. Streamlined documentations and procedures in Nigeria with the view to facilitate trade.
- ii. Developed Nigeria Export Proceeds form (NXP)
- iii. Reviewed UN/CEFACT flagship recommendations on Nigeria's compliance to United Nations Layout Keys.
- iv. Proffered best practices on International Trade

The Future:

NEPC plans to domesticate the recommendations and best practices through organization of regular meetings of the local UN /CEFACT Nigeria committee, organize sensitization workshops on Single Window for Export.

“EXPORT MADE EASY” CAPACITY BUILDING IN LAGOS

·**Beneficiaries:** 100 Registered exporters

·Objectives

- To close Knowledge and Information Gap
- To promote understanding of requirements for obtaining licenses, permits and certificates from export related agencies.

DISSEMINATION OF TRADE RELATED INFORMATION ON PRODUCTS, PRICING, QUALITY AND STANDARDS (CAPACITY BUILDING)

·**Beneficiaries:** Registered exporters and trade related organizations

·Objective:

To Compile and circulate of trade tools and World Indicative Price List

Achievement

- i. Export Skills enhanced
- ii. Knowledge and information gap bridged.

TRADE ENQUIRIES

·Objective

- To provide professional guidance to export public

Achievement

- Provided prompt responses to general and other technical enquiries.

A ONE-DAY SENSITIZATION WORKSHOP ON EXPORT PROCEDURES AND FINANCING

Beneficiaries: 73 Registered exporters

Objectives

- To build capacity on non-oil export techniques
- To enhance knowledge on the procedures for obtaining certificates and services of export regulatory agencies.

STRENGTHENING OF ONLINE TRADE INFORMATION SERVICES

The Objective:

To enhance service delivery and non-oil export performance

The Challenge:

Providing efficient and timely NEPC services to different stakeholders in Nigeria and Overseas has been a challenge using the manual tool.

The Response:

- NEPC has established a fully automated online portal: The Nigerian Exporters E-registration Platform (NEEP) for Exporters' Registration Certificate
- An interactive Website/Information Portal has been redesigned.

The Result:

- Enhanced efficiency through E-certificate which is counterfeit proof and verifiable.
- Reduced processing time to 48 working hours.
- Increase the number of registered exporters to 5080 within a period of 17 months Spanning from 3 April, 2017 – 23 August, 2018.

PRODUCT DEVELOPMENT PROGRAMMES

Product Development Programmes on Strategic Products in the Zero Oil Plan

Expediting Market Access for Nigerian Honey & Honey Products to European Union

Development of Rice Value Chain for Export

Technical Support and Capacity Building Programmes to Small Holder Agricultural Producers

Development of Soya Beans for Export

Cocoa Export Development Project

Export Packaging for MSMEs

Solid Minerals(Genstones) Development for Export

Facilitating best Practices in Agricultural Produce Drying, Quality Improvement and Preservation for Export Competitiveness

Repositioning Nigeria Rubber for Competitiveness

5



PRODUCT DEVELOPMENT PROGRAMMES ON STRATEGIC PRODUCTS IN THE ZERO OIL PLAN

NEPC product development efforts were focused at building global value chains, enhancing competitiveness of local brands and connecting to export markets.

Objectives:

To support traceability, value addition, quality conformity, and connect exporters to international markets, create jobs, enhance income and increase foreign exchange inflows.

V. DEVELOPMENT OF SMOKED FISH FOR EXPORT

The Challenge:

Smoked fish is one of Nigeria's exotic products with high export potential particularly among African Diaspora. The export potential has not been fully exploited due to competitive gap, knowledge gap, exposure gap and continued difficulty in establishing traceability structures among the processors. Although there are huge opportunities exporting high value-added products at premium if required certification are complied with by exporters. with appropriate mandatory certification at a premium, these have not come to be due to knowledge and exposure gap.

The Response

- NEPC remedied the competitiveness gap for the sector. It provided technical expertise that built the capacity of stakeholders on Hazard Analysis Critical Control Point (HACCP). This has enabled compliance to mandatory and voluntary market requirements. It further facilitated the development of unique branding to distinguish Nigerian products from other competing brands in the international markets

Beneficiaries:

300 fish farmers and processors trained.

The Results:

- Increased production and additional jobs created
- Increased value addition along the value chain.
- Increased market share for Nigerian brands in international markets.
- Contributed to growth and diversification of Nigerian processed fish sector.
- Adoption of best practices in processing, packaging, labeling and exports long the value chain.
- A paradigm shift from non-profit activity to profitable investment in the sector.

The future

NEPC is planning to build on the success of the project by expanding the reach and extent of capacity building activities. This will involve more backward linkages, moving up the value chain, establishing more testing facilities and exposure at international trade shows/missions.

EXPEDITING MARKET ACCESS FOR NIGERIAN HONEY & HONEY PRODUCTS TO EUROPEAN UNION

The Challenge:

Meeting technical regulations and Nigeria securing Third Country listing from the European Union Council remains an increasing part of buyers requirement from exporters of honey and honey products to global markets especially the European Union.

The Response

- -To expedite market access of Nigerian Honey and Honey Products, NEPC in collaboration with European Union held several training workshops. These training were used to build the capacity of 300 reputable beekeepers on modern beekeeping practices in line with international best practices.
- - To establish traceability, the Council assisted in developing and transferring simple Traceability, Hazard Analysis Critical Control Points (HACCP) and food safety procedures/processes to local beekeepers.
- -Significant efforts were made to promote visibility and competitiveness of Nigerian brands through unique packing and labeling.

The Results:

- 300 Bee keeper's skills enhanced Nigeria "Third Country" listing and certification as an exporter of honey and honey products by the European Union (EU) Council in progress significant reduction in the volume of imported honey and successful Branding of Nigerian honey and honey products.

The Future

- Looking ahead, NEPC plans to expedite the market access of honey and honey
- Create additional 1,000,000 jobs per state through value chain development in form of Hive fabricators, Bee suit makers, equipment manufacturing, Apitherapy pollination services
 - Create new 5,000 jobs per state with the introduction of Youth in Beekeeping project of NEPC
 - Train about 900 beekeepers.
 - Establishment of six model collection centres for dissemination of best practices.

DEVELOPMENT OF RICE VALUE CHAIN FOR EXPORT

The Challenge:

Changing the mindset of stakeholders in the Rice value chain in Nigeria from subsistence to profitable export venture was identified as a major challenge. Others Include:

- Non conformity to best practices in processing, value addition, packaging, labelling and post harvest handling.
- Difficulty in establishing linkages with foreign buyers.

DEVELOPMENT OF RICE VALUE CHAIN FOR EXPORT

The response:

To promote Rice of premium quality for export through value chain approach, NEPC organized 12 enlightenment workshops and advisory services which focused on the following:

- Export potential of rice value chain.
- Hazard Analysis critical control point (HACCP).
- Demonstration on appropriate packaging and labelling.

Beneficiaries:

- Farmers cooperatives, Processors, Service Providers, Exporters and Export regulatory Institutions.

The Results:

- Increased awareness of export potential of rice and rice products
- Enhanced competitiveness of rice products through appropriate packaging and branding
- Reduced importation of foreign rice.
- Increased employment, enhanced income of stakeholders.

The future

NEPC will continue to provide technical support in form of tailored-training activities and facilitate quality certifications for Nigerian brands. Furthermore, efforts will be broadened to break into traditional and emerging export markets.

TECHNICAL SUPPORT AND CAPACITY BUILDING PROGRAMMES FOR SMALL HOLDER AGRICULTURAL

The Challenge:

Scaling up production of agricultural products by producing large volumes required by global buyers was identified as a major challenge among local farmers and SME processors. The major causative factors remain dependence on manual agronomical practices and cultivation methods which largely result in fragmented output and supplies.

The Response:

NEPC intervened by providing technical support in form of Simple processing equipment and farm inputs to various co-operative groups and commodity associations in the following pilot states: Ogun state - Cashew cooperatives, Ondo-Cocoa cooperatives, Nasarawa-Sesame co-operatives, Cross River-Cocoa cooperatives and Edo State -Rubber sector. In addition training sessions were organized on Good Agricultural Practices (GAP) and Good Manufacturing Practices (GMP) were organized for stakeholders.

The Results:

Significant increase in production and yield per hectare
Enhanced skills and knowledge for stakeholders
Increased exposure to quality requirements and export potentials.

The Future:

NEPC plans to expand support to small holder farmers in other identified product sectors. Simple machines that will increase processing and enable innovative packaging will be provided by the Council. Training efforts will be deployed to expedite certification of farmers, processors and exporters in HACCP, ISO, GMP, GAP, Fair trade, Kosher, Halal and Organic.

DEVELOPMENT OF SOYA BEANS FOR EXPORT

The Challenge:

Increasing the volume of Soya beans available for export has been a major challenge. Hitherto, Soybeans were planted for sustenance but the Federal Government of Nigeria through the Anchor Borrowers Scheme financed large scale production and supported agri businesses in the soya bean sector. An analysis conducted by the Council identified the need for stakeholders to further scale up of production, aggregate output, encourage value addition, conform to quality requirements and access export market. This necessitated the closing of Knowledge and exposure gaps amongst stakeholders.

The Response:

NEPC held several sensitization townhall meetings which enlightened stakeholders on the export potentials of Soya beans. Improved seedlings were provided to farmers to promote increased yields under the One State One Product project initiative. Farmers were trained in best practices of agronomy, storage and processing. Pictorial charts on GAP, GWP, GMP, HACCP, etc., were developed and freely distributed among the stakeholders. Linkages between the farmer groups and off-takers were facilitated to ensure market and sustainability.

The results:

- Increased cultivation of Soy beans in producing states
- Enhanced knowledge on export market potentials of Soy beans
- Successful linkage of off takers with farmer groups and associations

The future:

NEPC plan to organize strategic conferences to expand production and processing in other states. Model aggregation centres are to be established to enable replication by co-operative groups. Trainings and technical workshops will be facilitated to enhance competitiveness and market access.

COCOA EXPORT DEVELOPMENT PROJECT

The Challenge:

Repositioning Nigerian Cocoa to attain global competitiveness has remained a major global concern among stakeholders in Nigeria and overseas.

The Response:

NEPC worked to reposition cocoa beans as a game changer for economic recovery. The Council consistently held several interactive training sessions on technical issues about quality certifications for over 2,000 farmers, merchants, processors and exporters. Pictorial charts on HACCP, GAP, GMP, GWP were produced and distributed freely to deepen the understanding and knowledge of stakeholders. These capacity building sessions provided institutionalized platforms for monitoring actions towards accelerating global competitiveness of Nigeria cocoa beans. 4,000 improved cocoa seedlings were distributed freely to stakeholders.

The Results:

- Enhanced skills and knowledge of over 2,000 Cocoa practitioners through technical training.
- Improved quality of Cocoa yields from interventions provided by the Council
- Increased value addition.
- Increased market share and access for Nigerian cocoa.

The Future:

Looking ahead, NEPC remains committed to supporting the repositioning of Cocoa sector. It will assist the Federation of Agricultural Commodity Associations of Nigeria (FACAN), Cocoa Association of Nigeria (CAN) and Cocoa Processors Association of Nigeria (COPAN) to implement specific sector recommendations from stakeholders' conference.

EXPORT PACKAGING FOR MSMEs

The Objective:

To facilitate appropriate packaging as MSMEs competitive tool in export trade.

The Challenge:

MSMEs are confronted with dearth of knowledge and selection of appropriate packaging as a competitive value addition tool for securing sustainable market access. Hence they end up using inappropriate packaging materials vulnerable to product damages.

The Response:

- NEPC worked with MSME/Exporters in various sectors to help them enhance, identify and adopt appropriate packaging for their products. Training activities on packaging were delivered with one-one mentoring and advisory services.

The Results:

- Closed knowledge and skill gaps on efficient packaging
- Adoption of appropriate packaging
- Improved Competitiveness of Nigerian MSME brands
- Enhanced market access for MSMEs

The Future:

NEPC will implement follow-up workshops and one-on-one packaging and labeling sessions to meet requirement of priority export markets.

SOLID MINERALS(GEMSTONES) DEVELOPMENT FOR EXPORT

The Objective:

To facilitate export of value added gemstones to niche export markets.

The Challenge:

The gemstone sector has been dynamic due to improper identification of quality versus imitation products. Particularly, export of raw products sold at discounted prices has been a common phenomenon. There appears to be a dire need for training, value addition and re-positioning of Nigerian brands in export market, by targeting high-value luxury importers segments.

The Response

NEPC conducted training sessions for stakeholders in the gemstone sector. The training focused on value addition through proper identification and faceting of gems to ensure premium pricing. The Council supported some SMEs to participate in specialized gem expositions abroad.

Beneficiaries:

Over 200 small-scale/ artisanal miners were trained on faceting of gems.

The Results:

Tailored capacity building activities have increased awareness on standards amongst dealers, processors and miners with significant reduction in export of raw and rough precious minerals.

The Future:

The project looks forward to establishing of lapidary centres and facilitating accreditation of buyers/sellers centres for gems in Nigeria. Of priority will be the establishing product testing centres to enable confirmation of quality and meeting buyers requirements.

FACILITATING BEST PRACTICES IN AGRICULTURAL PRODUCE DRYING, QUALITY IMPROVEMENT AND PRESERVATION FOR EXPORT COMPETITIVENESS.

The Objective:

To change the age-long attitude of “sun-drying” by Nigerian farmers and further promote Good Agricultural Practices in conformity to global food safety requirements.

The Challenge:

Achieving “on point” drying of farm produce to prevent contamination and rejects of Nigeria agricultural exports has been a major challenge among farmers and processors of agricultural produce. This has led them into utilization of crude age-long sun drying processes on bare floors and other very unhygienic sanitary platforms. A lot of wastages have been recorded with difficulty in meeting required sanitary and phytosanitary certifications required for exports of agricultural produce.

The Response:

- NEPC intervened to change the wrong processes required through advocacy and equipment demonstrations targeted at grass-roots farmers, processors and exporters.

The Results:

Enhanced skills and knowledge of over 135 stakeholders trained in the usage of simple hygienic equipment for drying.
Increased wholesome products for export
Reduced volume of export rejects

The Future:

NEPC plans to expand the equipment demonstration to additional farmers, processors and exporters in other states and product sectors.

REPOSITIONING NIGERIA RUBBER FOR COMPETITIVENESS

The Objective:

To enhance the competitiveness of Nigerian Rubber brands in export market

The Challenge:

Decline in the volumes and yields of production of Nigerian Rubber due to aging trees, amidst steady rise in global market demand for rubber and rubber products has been a major challenge. This has necessitated the urgent need to replace aged plantations and attract new investors into the sector.

The Response:

NEPC in collaboration with Rubber Research Institute of Nigeria (RRIN), Benin-city, Edo state, Nigeria successfully organized a National Workshop on rubber at Prestige Hotel. 5,000 improved Rubber seedlings were distributed to stakeholders.

The Results:

- Trained one hundred and forty (140) producers, farmers and exporters
- Enhanced skills and knowledge towards repositioning Nigerian rubber products in export markets
- Increased production of Nigerian rubber products for export.

TRAINING PROGRAMMES

6

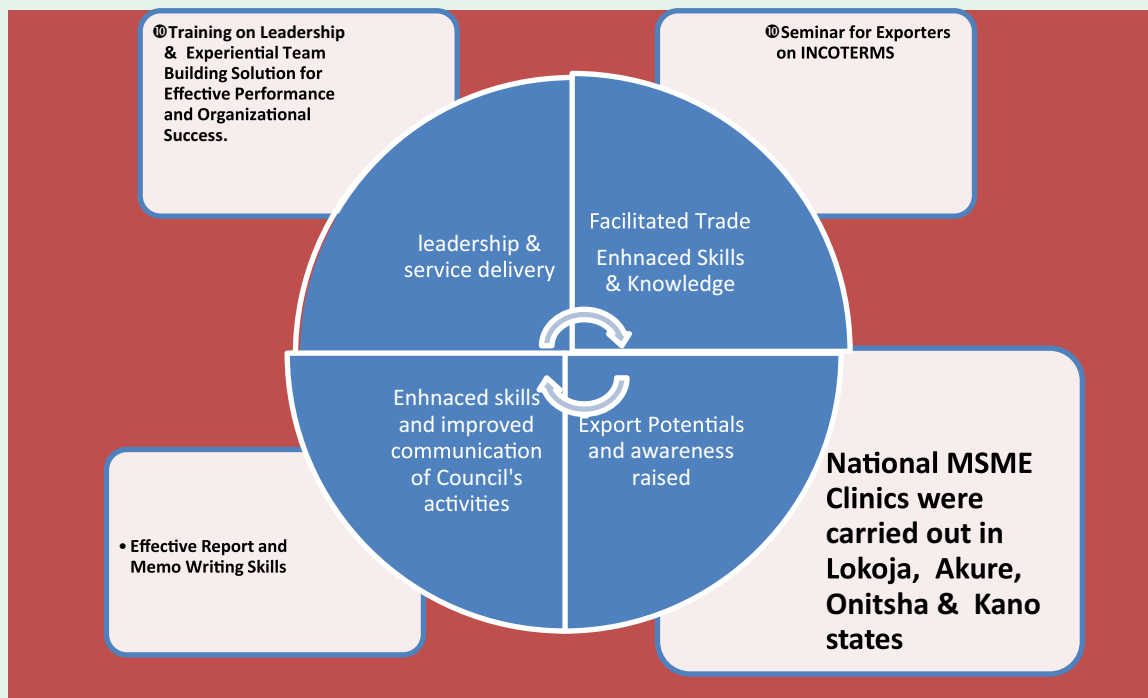
Introduction

Export Clinic

Zero to Export Training Programme



INTRODUCTION



EXPORT CLINIC

The Objectives:

To build the skills and competence of newly registered exporters to succeed in non-oil export trade.

The Challenge:

Breaking into export markets requires skills and proficiency and these are quite different from the domestic frontiers. Mitigating such risks would require knowledge of basic principles of product and services, documentation processes and procedure in the targeted market. Such information is provided at a cost which may not be within the reach of beginner exporters.

The Response:

- NEPC as a response provided quarterly training sessions for newly registered exporters aimed at equipping them with requisite knowledge and information to launch into export business.

The Results:

- Trained 104 newly registered exporters
- Exposed participants to the nitty – gritty of export business
- Invited Fortuna Iuvat Limited, a company involved in provision of support services for start-ups to offer finance opportunities for new exporters in ICT and Agro- Processing

The Future:

NEPC is committed at continuing the Export for Beginners training with a desire to increase to close knowledge gap.

ZERO TO EXPORT TRAINING PROGRAMME

The Objective:

To mentor and hand-hold Nigerian exporters from Zero knowledge to export readiness.

The Challenge:

Mitigating the dynamics of export trade has been a critical factor exporters have to deal with. Decisions around sourcing products, pricing, promotion and securing sustainable market linkage at different markets need professional mentoring and coaching. To avoid risks posed by pseudo consultants the exporters look upon Nigerian Export Promotion Council for appropriate direction.

The Response:

NEPC responded through delivery of 8-week intensive “Zero to Export” training programme in Lagos, Abuja and Port Harcourt. Modules covered includes theoretical topics and field visits. Each batch were encouraged to form co-operatives which enabled pooling of resources and mitigation of risks while NEPC supported with seed capital. Financial institutions partnered with the Council in this programme

The Results:

- Enhanced skills and knowledge of 250 participants

- Generated export value of more than US \$ 30 million with US 1.3 million raised as working capital.

- Trained 60 newly registered exporters from South East on understanding certification procedures of export related agencies.

The Future:

NEPC plans to sustain this project by expanding training workshops to other states and engaging other strategic partners.

MARKET ACCESS FOR NIGERIAN NON-OIL EXPORTABLE PRODUCTS

Export Market Access (22nd Ghana International Trade Fair)

28th Gulfood Exhibition held at Dubai World Trade Centre from 18th - 22nd February 2018

42nd Dar es Salaam International Trade Fair Tanzania (28th June - 13th July, 2018)

Intra - African Trade Fair (11th June - 17th December, 2018)

International Trade Fair (2018), Kaduna, Lagos, Enugu, Port Harcourt, Kano

7



EXPORT MARKET ACCESS(22ndGHANA INTERNATIONAL TRADE FAIR)

The Objectives

- To showcase made in Nigeria products in international markets.
- To encourage business partnership between Nigeria business men and their counterparts from other countries.
- To encourage an intensive exchange of information between Nigerian exporters and the foreign buyers.
- To create opportunities for Nigerian exporters to maintain contacts with potential importers.
- To enable the exporters make a direct comparison of price and performance with their competitors.

The Results:

- Recorded participation of 30 Nigerian companies
- Facilitated negotiation of twelve (12) business agreements
- Generated seven orders valued at \$28,335.
- Exhibited novel brands of Nigeria non-oil exportable products (Baby care products of Clark Pharmaceutical, Cocoyam soup thickener by Eone Foods Industry & Snacks by Infinity Beverages Ltd). These were introduced to the market and were well accepted.

28TH GULFOOD EXHIBITION HELD AT DUBAI WORLD TRADE CENTER FROM 18TH - 22ND FEBRUARY 2018

The Objectives:

- To show- case made-in-Nigeria products and services in order to increase Nigeria's share of the global market.
- To take advantage of the platform provided by the fair to undertake an on -the -spot assessment and acceptability of Nigerian non-oil exportable products.
- To promote the creation of outlets for steady supply of Made -in-Nigeria products to foreign markets.
- To attract the business community in gulf region to patronize Made-in-Nigeria products.
- To attend to trade enquiries from potential importers of Nigeria exportable products.

The Results:

Increased visibility for Nigerian brands -products & services
 Provided platform for three (3) exhibitors to participate while other exhibitors/enquirers from Nigeria used the Nigerian stand for their business meetings
 Increased Nigeria's share in the global market through export orders generated.
 Confirmed acceptability of Nigerian products in the Gulf region from on the spot assessment conducted .

42ND DAR ES SALAAM INTERNATIONAL TRADE FAIR TANZANIA (28TH JUNE - 13TH JULY, 2018)

The Objectives:

- To show- case made-in-Nigeria products and services
- To increase Nigeria's share of East African market
- To undertake an on -the -spot assessment and acceptability of Nigerian products.

The Activities:

NEPC spearheaded the participation of 19 SME exporters. A Made in Nigeria Pavilion was mounted where exhibition of non-oil exportable products was made. Trade enquiries were attended to on the spot.

The Result:

- Achieved visibility for Nigerian non-oil exports
- Attended to trade enquiries from potential importers

The Future:

NEPC plans to follow up on exporters to ensure that contacts made will be converted into export realities. Efforts will be made to participate in future editions with larger number of exporters and novel brands. This will enable consolidation of existing achievements. Briefing and debriefing sessions to evaluate participation and initiate future actions.

INTRA - AFRICAN TRADE FAIR (11TH JUNE - 17TH DECEMBER, 2018)

The Objective:

- To promote trade among African countries and garner support for the implementation of the African Continental Free Trade Agreement.

The Activities:

NEPC organized this fair in partnership with Bank of Industry (BOI) , Nigerian Investment Promotion Commission (NIPC), Nigerian Tourism Development Corporation(NTDC), Nigeria Export Import Bank (NEXIM) and African Export-Import Bank (Afreximbank).

NEPC participated with exporters of products and services, celebrities and relevant Ministries, Department and Agencies among which were-Federal Ministry of Industry, Trade and Investment, Federal Ministry of Foreign Affairs, Abia State Government, Kaduna State Government, Lagos State Government, Dangote Group of companies Celebrities (music & arts) etc. A Nigerian day was held and that attracted numerous trade visitors to Nigerian booth.

The Result:

- Secured great visibility for 50 Nigerian SME exhibitors
- Signed MoU between NEPC and NEXIM on non -oil Export Development
- Achieved several trade leads

The Future:

NEPC plans to leverage on the MoU signed to execute trade leads secured. Briefing and debriefing sessions will be organized to evaluate participation and initiate future actions.

INTERNATIONAL TRADE FAIR (2018), KADUNA, LAGOS, ENUGU, PORT HARCOURT, KANO.

The Objectives:

- To stimulate existing relationship between the Council and other trade support institutions.
- To increase NEPC's visibility to the public.
- To identify Non-oil exportable products for development and promotion.

The Results:

- Created significant visibility of the Council's projects and services
- Attended to trade enquiries on non-oil export products, procedures and markets.
- Participated in the flagship programmes, including business roundtable and seminars.
- Identified new products with export potential for development.

INCENTIVE ADMINISTRATION : EXPORT EXPANSION GRANT

Presentation of the Draft Guidelines for the new
Basket of Incentives (NBI Meetings)

Factory/Facility Inspection for Exporters under
the EEG Scheme

Presentation Initiative on Continuous Audit
(PICA) (Verification Exercise)

Establishment of NEPC Training Center on Iso
Management System with Support from UNIDO
(Strategic Partnership)

8



EXPORT EXPANSION GRANT ADMINISTRATION

The Objective:

To ensure implementation of Export Expansion Grant (EEG) Scheme.

The Activities:

- NEPC being the Secretariat of the Export Expansion Grant Scheme, hosted the EEG Implementation Committee that approved EEG Rates, EEG Claims, Categorize/Re-categorize exporters under the EEG Scheme

The results:

- Approvals of EEG Rates
- Categorization of exporters under the EEG Scheme
- Some exporters under the EEG Scheme were confirmed as existing while some had demised.
- Carried out inspection manufacturing processes for exporters.
- Facilities/Factories were visited to determine appropriate categorization and application of EEG rates.

PRESENTATION OF THE DRAFT GUIDELINES FOR THE NEW BASKET OF INCENTIVES (NBI MEETINGS)

The Objective:

- To receive inputs from relevant stakeholders for the draft guidelines of the New Basket of Incentives

The Achievements:

The incentives schemes considered and approved were as follows:

- Export Development Fund (EDF).
- Export Adjustment Scheme Fund (EASF).
- Export Development Fund Service Export from Nigeria (EDF-SEN).
- New Manufacture-In-Bond Scheme (NIMBS).
- Export Litigation Support Fund (ELSF).

FACTORY/FACILITY INSPECTION FOR EXPORTERS UNDER THE EEG SCHEME

The Objectives

- To ascertain the existence of companies/exporters that made EEG application.
- To inspect the exporter's facility/factory.
- To determine what category the exporter/product will be under the EEG Scheme.

The Achievements

- The facility/factory inspection exercise was carried out and the following were achieved:
- Some exporters under the EEG Scheme were confirmed existing while some had demised.
- Carried out Inspection of manufacturing processes for exporters.
- Facilities/Factories were visited and this aided the categorization of exporters and the determination of appropriate EEG rates.

PRESIDENTIAL INITIATIVE ON CONTINUOUS AUDIT (PICA) (VERIFICATION EXERCISE)

The Objectives

- To verify 2014-2016 backlog of EEG claims
- To inspect the exporter's facility/factory

The Achievements

- The PICA verification exercise was carried out on selected exporters that had outstanding EEG claims.
- Submissions of outstanding EEG claims were made to the PICA team.

ESTABLISHMENT OF NEPC TRAINING CENTER ON ISO MANAGEMENT SYSTEMS WITH SUPPORT FROM UNIDO (STRATEGIC PARTNERSHIP)

The Objectives

- In line with the National Quality Infrastructure Project (NQIP), the NEPC Training centre was set up to provide specialized training on ISO Management Systems to facilitate the attainment of high quality of Nigerian non-oil exports.
- NEPC is working closely with UNIDO to secure accreditation from the Chartered Quality Institute/International Registrar of Certified Auditors, (CQI/IRCA) London to enable the Training centre offer CQI/IRCA certified courses.

The Achievements

- Completed review of Quality Procedures/ CQI & IRCA criteria for accreditation of the NEPC Training centre.
- Quality Procedures (QPs) for the NEPC Training centre have been forwarded to the CQI/IRCA, London, awaiting interview for the accreditation of the Training centre.

STRATEGIC COLLABORATIONS

ITC Benchmarks NEPC for Efficiency
Export Competency Development Programme
Scoping Mission to Sial Food Expo Paris France

9



NEPC STRENGTHENS ITS OPERATIONAL EFFICIENCY WITH ITC BENCHMARKING

Within the week August 06-10-,2018, NEPC was benchmarked by the International Trade Centre (ITC) using a globally accepted assessment model. This model four (4) key areas and 225 indicators as shown in the chart below.

ITC's benchmarking provides Trade Support Institutions around the world with an independent and objective assessment of their efficiency and institutional performance in relation to the good practices of similar organizations.



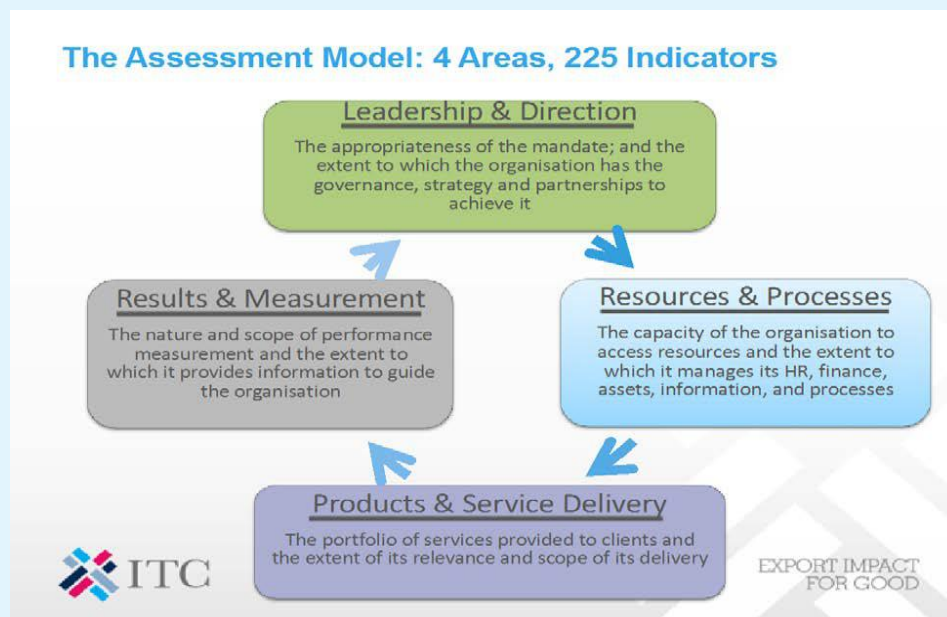
L-R PENE (ITC) ,AWOLOWO OLUSEGUN (ED/CEO NEPC) & NURIA (ITC)



NEPC MANAGEMENT TEAM WITH ITC BENCHMARKING EXPERTS AT THE COMMENCEMENT

NEPC STRENGTHENS ITS OPERATIONAL EFFICIENCY WITH ITC BENCHMARKING

The Council's existing collaboration with the ITC has paid off positively. It has impacted positively in building the capacity of NEPC staff, exporters and vulnerable groups as women. Within its pedigree of strengthening Trade and Investment Promotion Organizations (TIPO's) ITC utilizes the Benchmarking initiative to advocate for an improved business environment; effective implementation of appropriate national strategies, facilitates networking, partnership among TIPO's through sharing of best practices that enhance efficiency; supports SMEs to break through the barriers of internationalization, attracts investment and buyers for strategic growth.



THE ASSESSMENT MODEL



For NEPC specifically, assessments were based on face to face interactions, meetings and focus group sessions with NEPC Leadership, the Board, Exporters, Trade Associations, export related agencies, NEPC staff at the Headquarters and Regional Coordinators as shown in the chart below.



Chart: NEPC BENCHMARKING INTERACTIONS

EXPORT COMPETENCY DEVELOPMENT PROGRAMME

NEPC/RVO/CBI: Nigeria RVO project MAG16NI01, RVO project 111511, CBI Code QM6301W 2016-2018

- **Initiative of** -Netherlands Embassy Nigeria
- **Funded:** Netherlands Enterprise Agency & Nigerian Export Promotion Council
- **Implemented by:** Centre for Promotion of Imports from Developing Countries(CBI)
- **Beneficiaries:** NEPC Export Coaches (24) and SME s (12)
- **Sectors:** Cocoa, Cashew and Sesame seed result of ITC Export Potential Survey
- **Managed by CBI:** Patrick Gouka: Coached By: Rene De Baaij and Jim Fitzpatrick
- **Managed by NEPC:** Abdullahi, Sidi-Aliyu and Obidike, Evelyn.I.
- **Goal:** Triple Bottom Line: Increased Export Monetary Value; Increased Export Capacity & Awareness, Positive Social & environmental Impact
- **Program Objective:** The objective of the project was to build competence within NEPC in the field of export development and promotion. Specifically, that: NEPC understand the principles of export development & markets. NEPC implemented a system for sustainable activity in export development. 12 selected pilot SME's will be linked to the European market, ready for Market Delivery.
- **Methodology:** CBI Methodology was based on solving the knowledge gap, experience gap and exposure gap as defined in the feasibility study. CBI applied the principles of Co-creation, Knowledge transfer, Skills transfer, Action Learning. The result were successful SME exporters developed and NEPC export coaches with professional expertise, knowledge, skills and experience developed.
- **Project Design:** Implemented in 3 modules:
 - a) Strategic Conference
 - b) Training on Export development with officials and pilot companies focused on seven (7) steps to export: Strategic Ambition; Market Research, Market Access, Market Exposure, Market Entry, Market Delivery and Market Expansion.
 - c)Scoping Mission to CBI in Rotterdam & Anuga Food Fair in Cologne, Sales Awareness mission to the Netherlands



(L) MR OLUSEGUN AWOLOWO (NEPC) (M) SONIA ODIJE-FAJUSIGBE (EMBASSY NETHERLANDS) ® PATRICK GOUKA(CBI)



SMES, NEPC EXPORT COACHES AND CBI TRAINERS



NEPC /RVO/CBI EXPORT COMPETENCY PROGRAM - SUMMARY IN NUMBERS

B2B Meetings with buyers	23	Estimated value of trial orders	€450,000
NEPC Coaches meetings attended	20	Potential trade within 12 months	€9.43m
Buyers contacted	54	Potential trade within 24 months	€21.72m
Buyers met	15	No. of NEPC Coaches attending	8
Vendor approval processes started	11	No. of SME's attending	11
Trial Orders	4	SME's representatives	19
Workshops	2	Guests RVO.EKN, E of Nigeria, CBI.	5
1 to 1 Briefing/Debriefing meetings	41	Excursions events.	4
SME's 39 audited/selected	12	Action plans Prepared	12
Product sectors - Pilot	3	Export Marketing Plans Prepared	12

PROJECT IMPACT ON NEPC

- i. Enhanced positive awareness global market opportunity, market research methods, fact sheet preparation and market intelligence.
- ii. Increased professional understanding of the Export Process: 7 Steps to export, coaching in a real market environment and working with export coaches.
- iii. Provided efficient tools to do the job: Export Readiness Audit/Action Plan, Export Marketing Plan, Self-Assessment Declaration and Customer Profiling Tool.
- iv. Facilitated optimal market Exposure: Market Research Assignments, Buyers Requirement, Buyer Communication and Meeting Buyers in Sales environment.



SECTOR: SESAME: SMES WITH NEPC EXPORT COACHES/ CBI EXPERT - COACHING IN SESSION



SMES and NEPC Export coaches on Mission Visit to Cocoa Harbour in Amsterdam



COCOA SECTOR



PROJECT IMPACT ON NEPC



SECTOR: COCOA: SME'S NEPC EXPORT COACHES AND CBI EXPERTS -COACHING IN SESSION



NEPC CASHEW COACHES WITH SME'S- COACHING IN SESSION



NEPC CBI AWARENESS MISSION TO THE NETHERLANDS: MISSION OUTCOMES

The mission exceeded targets and expectations.

1. All but one company had two meetings, this platform afforded NEPC export coaches the opportunity to gain experience.
2. Participants/coaches, albeit with much coaching, made the appointments themselves and gained huge confidence from doing so.
3. With four trial orders made, eleven vendor approval processes started and a calculated potential of €21.7m of business potential with 24 months the programme showed the effectiveness of the training and good value for money.
4. NEPC, coaches and sme's had the training confirmed.

Some comments and feedback from participants reflecting on the NEPC CBI sales awareness mission to the Netherlands:

1. *"It's possible! We now know we can export to the Netherlands".* Trustworld Enterprises.
2. *"When I went to the meeting I thought I was listening to Jim (J. Fitzpatrick CBI Sector Expert) when I listened to the buyer telling me what he needed. I was ready to answer".* NEPC Coach
3. *"We understand the opportunity in exporting cashews."* Cashew Group
4. *"The benefits are market exposure, relationships established, communication channels opened, confidence built"* Sesame Group
5. *"We enhanced our reputation and improved the image perception"* Cocoa Group
6. *"We now believe- The Export Capacity Programme is the best program we ever had, and we believe the CBI team because we have seen it in action this week"* Abdullah Sidi-Aliyu Director Policy & strategy NEPC.



NIGERIAN SMES IN CASHEW SECTOR AND NEPC EXPORT COACHES WITH FAIRMATCH SUPPORT NETHERLANDS DURING THE SALES AWARENESS MISSION TO THE NETHERLANDS

NIGERIAN SMES IN CASHEW SECTOR AND NEPC EXPORT COACHES WITH TDG GROUP DUTCH BUYERS OF CASHEW PRODUCTS SUPPORT NETHERLANDS DURING SALES AWARENESS MISSION TO THE NETHERLANDS 2018



MISSION OUTCOMES



NIGERIAN SME EXPORTERS, NEPC EXPORT COACHES WITH H.E AMBASSADOR OJI NYIMENAUTE NIGERIAN AMBASSADOR TO THE NETHERLANDS DURING NEPC/RVO/CBI SALES AWARENESS MISSION TO THE NETHERLANDS MARCH 2018

This Week

EVENTS

Two Export Workshops
Visit to Zaans Museum
Visit to Amsterdam Port
Retail Exercise

BUYERS

39 buyers contacted
23 meetings
15 different companies
10 towns
6 market segments

1:1 Coaching

11 Preparation Meetings
12 briefing meetings
18 debriefing meetings

Innovation

2 New Innovative trade concepts
Exposure for coaches

Business

3 trial orders
€21.1 million under discussion
for the next 18 months

This week
Where did we go ?



SCOOPING MISSION TO SIAL FOOD EXPO PARIS FRANCE

Project: Scoping Mission to SIAL FOOD EXPO, 21-23 October 2018, Paris, France.

Leader of Delegation: Mr. Olusegun Awolowo, ED/CEO, NEPC

Participants: 21 Nigerian SME Companies and NEPC officials

Project Management: Policy & Strategy Department

Tools used: Knowledge from CBI Training

1. **Post event outcomes:** Potential export orders received as at November 2018, from 158 meetings, 36 MoU signed were as followed:
 - i. **Sesame seed-** 19 containers (1*12ft) = 346 MT. Value: \$440,900 Destination: Mexico, UAE, Poland
 - ii. **Spices /Hibiscus/Peanut:** Potential export order in 12 months Euro 250,000. Destination- France
 - iii. **Black Seed:** 10MT value \$18,000. Destination – France
 - iv. **Honey:** 20MT @ value £200,000. Destination- UK
 - v. **Sorghum flour:** 12Mt @ \$1,900 per MT. Value \$22,000 Destination- Spain
2. **Benefits/Impact on company:**
 - i. Facilitated Buyer-Importer linkages.
 - ii. Achieved positive exposure to huge export potentials for Nigeria non-oil exports.
 - iii. Increased knowledge on trends and market intelligence
 - iv. Facilitated Product innovation, enhanced use of appropriate distribution channels and encouraged competitive strategies.
 - v. Strengthened business expansion
3. **Challenges**
SME's required the following:
 - i. Export Competency Development training (CBI model)
 - ii. Mandatory and non-mandatory certification to access niche exports.
 - iii. Appropriate funding for speedy execution of orders secured.
 - iv. Government intervention in developing and conforming to packaging, labeling and branding requirements.
 - v. Timely approval to participate at future fairs with NEPC pavilion (Anuga 2019.etc.).

WOMEN

IN EXPORT DEVELOPMENT PROGRAMME

10

Launch of Shetrades in Commonwealth

Survey on Women Participation in Border Trade

Implementation of the SheTrades Initiative in Nigeria

AFRICAN GROWTH AND OPPORTUNITY ACT (AGOA)



LAUNCH OF SHETRADES IN COMMONWEALTH

The Objective: To promote women empowerment and inclusiveness in global trade through strategic partnerships with the Commonwealth.

The Activities:

Official launch in Nigeria on June 2018 funded by DFID and implemented by the ITC, Geneva. Conducted product and market development sectoral intensive trainings, coachings and mentoring sessions.

The Results:

Increased number of Nigerian women owned businesses trained and connected to global markets.

Closed skills and knowledge gaps for over 1,050 women in Nigeria

Successfully set up free online shops for 50 women owned businesses on eBay-platform.

The Future:

NEPC is committed to leverage on the sheTrade project to reach out to more women owned businesses in various sectors. The Council plans to explore possibility of securing additional partners and organize more capacity buildings sessions and market exposure.

SURVEY ON WOMEN PARTICIPATION IN BORDER TRADE

The Objectives:

To ascertain the level of women participation in international trade.

To identify various challenges confronting women participation in international trade

The Activities

- Field survey conducted in Calabar, Cross-River State
- Collaborated with International Trade Centre on interactive workshops and market exposures

The Result:

Identified challenged faced by women owned businesses

The Future:

To increase the volume of non-oil export by women owned businesses

To enhance skills and knowledge of women-exporters

To increase competitiveness of products from women owned businesses.

IMPLEMENTATION OF THE SHETRADES INITIATIVE IN NIGERIA

The Objective:

To inform and sensitize women owned businesses on the NEPC /ITC SheTrades initiative which seeks to connect 1(one) million women to global market by 2020

The Challenge:

Women owned businesses were ignorant of the existence of NEPC /ITC SheTrades platform and available possibilities it offers by connecting their businesses to the global market.

The Activity:

NEPC held interactive stakeholders workshops in three Geo-political zones namely; North West –Kano, South-South- Port-Harcourt and South-East- Enugu.

The Results:

Increased number of women registered on SheTrades portal

Increased enquiries on the export procedure and documentation.



IMPLEMENTATION OF THE SHETRADES INITIATIVE IN NIGERIA

The Future:

NEPC plans to continue sensitization across the Nigerian states. Specific product development workshops and seminars will be utilized to build the capacity and competitiveness of products from women owned businesses. NEPC will explore the possibility of collaborating with other Development Institutions as strategic partners.

AFRICAN GROWTH AND OPPORTUNITY ACT

The Objectives:

To increase Nigeria non – oil export to the U.S. under AGOA Platform

To build the capacity and competence of exporters under AGOA scheme

To facilitate exposure and trade with other AGOA eligible countries within the ECOWAS region and global market

The Activities:

- NEPC held technical meetings with exporters that participated in previous AGOA activities
- Conducted sensitization workshops on AGOA
- Organized specialized capacity building programmes for potential and actual exporters in states
- Trained NEPC staff on exporting under AGOA
- Maintained existing Human Capital Development Centre (HCDC)
- Established AGOA Resource centres in different States
- Participated at market development events on AGOA
- Promoted export of new product sectors to the USA under AGOA

The Results

Increased awareness on AGOA benefits, process and available support.

Increased trade deals on Nigeria exports to the U.S.A under AGOA

Enhanced skills and knowledge of NEPC staff and exporters

Increased visibility of Nigerian export potentials under AGOA

The Future:

NEPC plans to restore Nigeria AGOA Textiles Visa Stamp. Furthermore, review Nigeria AGOA strategy in collaboration with the Federal Ministry of Industry, Trade and Investment (FMITI). Spearhead participation at future trade shows in U.S.A.

Establish additional Human Capital Development Centres (HCDC) to enable training in other AGOA eligible sectors. More sensitization workshops and support to private and state governments.

NIGERIA NON-OIL EXPORT STATISTICS

Introduction

Top Ten Destinations of Nigeria Non-Oil Export 2018

Nigeria Non-Oil Export Product Standing 2018

11



INTRODUCTION

Nigeria exported non-oil products worth US\$2,268.388 million in 2018. This figure gave a 26.68% increase over a recorded performance of US\$1,790.685 million in 2017.

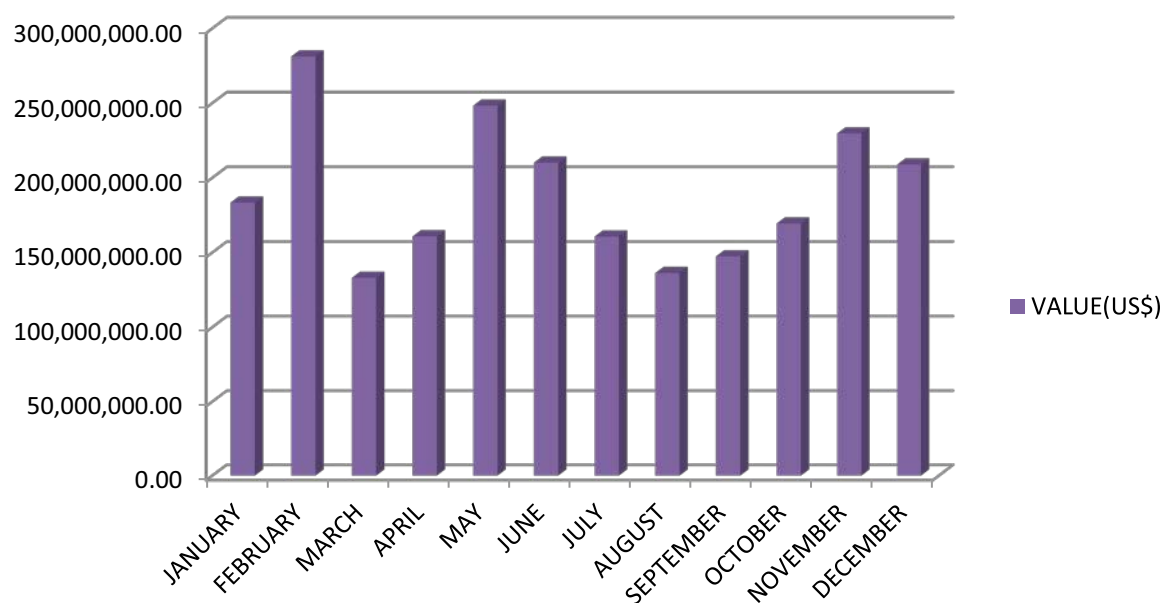
2. The increase is attributed to (but not limited to) the following factors:

- Implementation of the “Zero Oil Plan” initiative of NEPC
- Export campaigns to the door steps of potential exporters.
- Effective collaborations with stakeholders in the non-oil export sub-sector
- Ease of doing business in Nigeria especially as it affects registration of Nigerian exporters through NEPC E-registration platform.

TABLE 1 : MONTHLY NIGERIA NON-OIL EXPORT, 2018.

MONTH	VALUE(US \$)
JANUARY	183,342,848.78
FEBRUARY	281,151,275.05
MARCH	132,981,809.89
APRIL	160,714,191.19
MAY	248,240,186.07
JUNE	210,055,928.51
JULY	160,594,820.42
AUGUST	136,186,843.51
SEPTEMBER	147,313,787.29
OCTOBER	169,336,619.07
NOVEMBER	229,661,064.37
DECEMBER	208,808,146.47
TOTAL	2,268,387,520.62

SOURCE: Pre-Shipment Inspection Agents(PIAs))

Fig.1 Monthly Nigeria Non- Oil Export, 2018.**TABLE 2 : Nigeria Non-Oil Export by Value, 2014 to 2018.**

YEAR	VALUE(US \$)
2014	2,714.188
2015	1,624.610
2016	1,203.179
2017	1,790.685
2018	2,268.388

Source: Returns from PIAs to NEPC

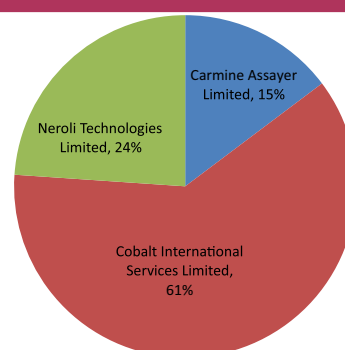
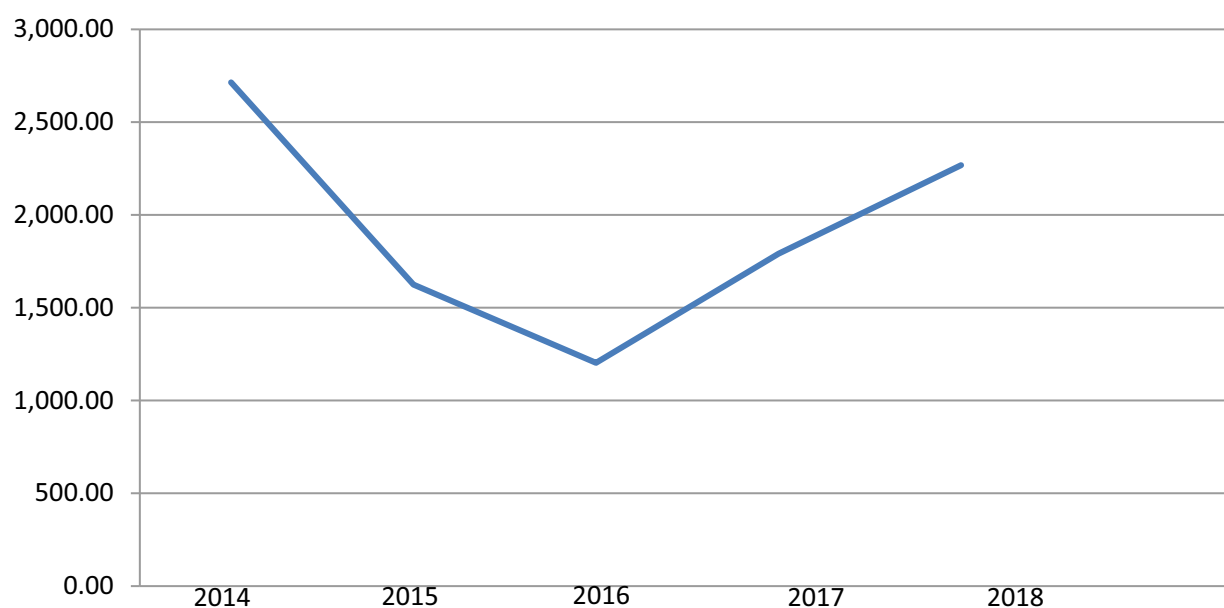
Fig 2 : PIAs Contributions, 2018

Fig.3 Nigeria Non- Oil Export,2014-2018 (US\$ million).**TABLE 3: NIGERIA NON-OIL EXPORT RETURNS BY PRE-SHIPMENT INSPECTIONS AGENTS(PIAs) 2018 (US\$)**

MONTH	CARMINE ASSAYER LIMITED	COBALT INTERNATIONAL SERVICE LIMITED	NEROLI TECHNOLOGIES LIMITED
JANUARY	125,446,408.41	10,414,654.67	47,481,785.70
FEBRUARY	179,201,014.20	25,365,443.57	76,584,817.28
MARCH	29,649,134.63	48,933,583.99	54,399,091.27
APRIL	No Returns	132,256,010.39	28,458,180.80
MAY	No Returns	203,891,131.90	44,349,054.17
JUNE	No Returns	159,914,474.73	50,141,453.78
JULY	No Returns	127,956,851.68	32,637,968.74
AUGUST	No Returns	110,174,430.41	26,012,413.10
SEPTEMBER	No Returns	113,210,516.27	34,103,271.02
OCTOBER	No Returns	145,412,631.15	23,923,987.92
NOVEMBER	No Returns	176,873,975.40	52,787,088.97
DECEMBER	No Returns	137,128,349.81	71,679,796.66
TOTAL	334,296,557.24	1,391,532,053.97	542,558,909.41

Source: Returns to NEPC by PIAs

TOP TEN DESTINATIONS OF NIGERIA NON-OIL EXPORT 2018



In 2018, Nigeria's non-oil products were exported to 108 countries with Netherlands and United States accounting for the highest export destination respectively. Meanwhile, there was a notable increase in intra-African trade with Ghana, Togo, and Cote'd'ivoire among the top ten export destinations.



TABLE 4: TOP TEN DESTINATIONS, 2018

S/N	COUNTRY	EXPORT VALUE (US\$)
1	Netherlands 	222.404
2	United States Of America 	206.712
3	China 	201.432
4	Brazil 	170.821
5	Togo 	129.209
6	Japan 	103,031,221.47
7	India 	85,199,187.10
8	Ghana 	61,545,933.57
9	Niger Republic 	58,656,090.11
10	Italy 	50,920,631.84

Source: Data compiled from returns to NEPC by PIAs



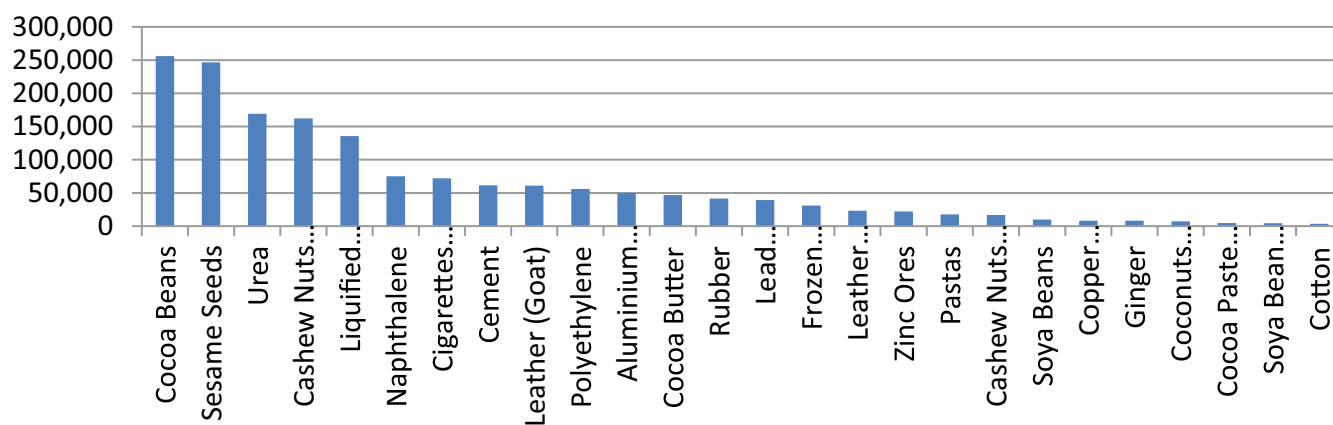
NIGERIA NON-OIL EXPORT PRODUCT STANDING 2018

TABLE 5:

S/N	HS CODES	PRODUCTS	VALUE (US\$'000)
1	180100	Cocoa Beans	256,066
2	120740	Sesame Seeds	246,647
3	310210	Urea	169,197
4	080131	Cashew Nuts (Unshelled)	162,171
5	271112	Liquified Propane	135,616
6	270740	Naphthalene	75,256
7	240220	Cigarettes (Tobacco)	72,076
8	252329	Cement	61,384
9	411310	Leather (Goat)	60,924
10	390120	Polyethylene	55,872
11	760120	Aluminium Alloys (Unwrought)	50,031
12	180400	Cocoa Butter	46,824
13	400122	Rubber	41,487
14	780199	Lead (Unwrought)	39,461
15	030617	Frozen Shrimps & Prawns	31,102
16	411200	Leather (Sheep)	23,240
17	260800	Zinc Ores	22,233
18	190219	Pastas	17,699
19	080132	Cashew Nuts (Shelled)	16,906
20	120110	Soya Beans	16,754
21	740311	Copper (Refined)	8,385
22	091010	Ginger	8,213
23	080119	Coconuts (fresh)	7,066
24	180310	Cocoa Paste (excluding defatted)	4,730
25	120110	Soya Bean Seed (for sowing)	4,500
26	520100	Cotton	3,433
Source: NEPC, compiled from ITC Trade Map			



FIG 4: TOP 26 NIGERIA NON- OIL PRODUCTS AS EXPORTED IN 2018.



EXPORT PROGRAM: PERFORMANCE OF REGIONAL AND STATE OFFICES

Exporter Registration and Trade Enquires

Export Programmes and Activities

12

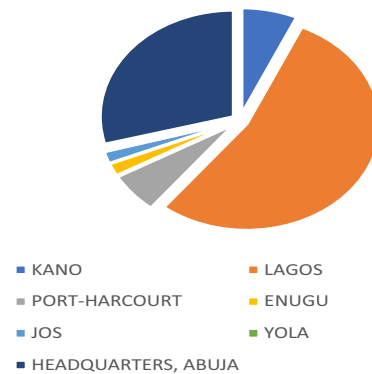


EXPORTER REGISTRATION AND TRADE ENQUIRIES

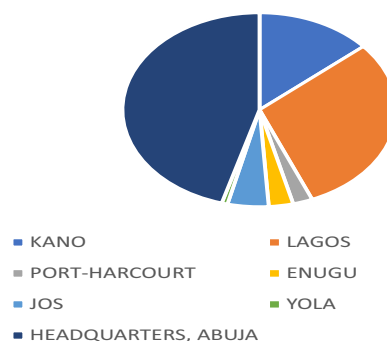
S/N	REGIONAL OFFICES	REGISTRATION OF EXPORTERS	TRADE ENQUIRIES
1	KANO	191	300
2	LAGOS	1521	660
3	PORT-HARCOURT	174	51
4	ENUGU	54	63
5	JOS	51	106
6	YOLA	8	15
7	HEADQUARTERS, ABUJA	823	1000

S/N	SMART OFFICES	REGISTRATION OF EXPORTERS	TRADE ENQUIRIES
1	AKURE	39	24
2	BENIN	42	150
3	LOKOJA	0	25
4	KATSINA	20	26
5	SOKOTO	14	18
6	OWERRI	28	2
7	ABEOKUTA	52	34
8	OSOGBO	52	16
9	JIGAWA	10	8
10	IBADAN	19	65
11	GUSAU	7	19
12	MINNA	12	21
13	ASABA	20	27
14	MAIDUGURI	16	9
15	UYO	20	33
16	BAUCHI	7	21
17	ILORIN	17	206
18	ABAKALIKI	1	4
19	MAKURDI	18	94
20	ABA	19	75
21	CALABAR	5	175

Exporter Registration Distribution



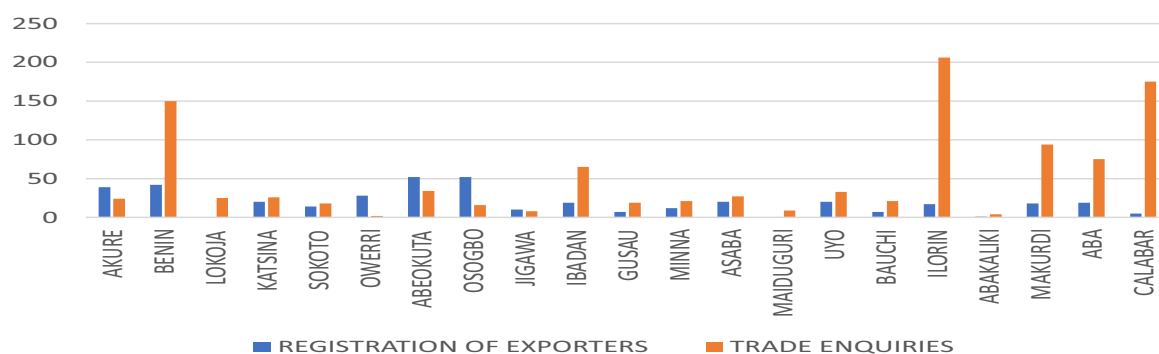
Regional Office Trade Enquiries Distribution



STATE OFFICES



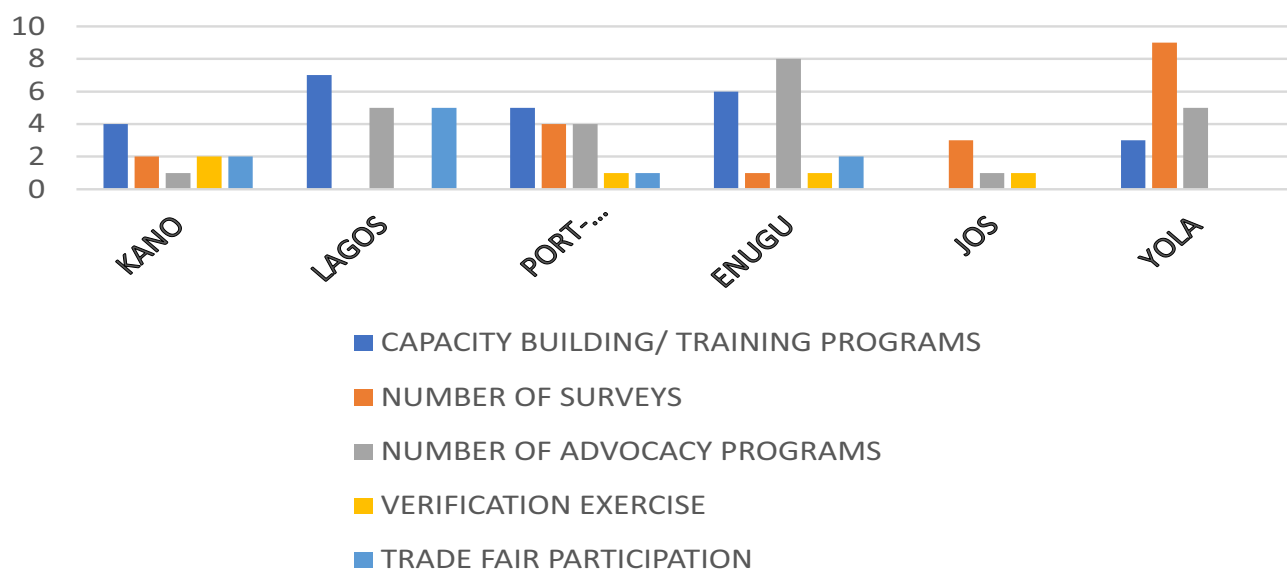
STATE OFFICE DISTRIBUTION



EXPORT ACTIVITIES & PERFORMANCE OF REGIONAL AND STATE OFFICES

S/N	REGIONAL OFFICES	CAPACITY BUILDING/ TRAINING PROGRAMS	NUMBER OF SURVEYS	NUMBER OF ADVOCACY PROGRAMS	VERIFICATION EXERCISE	TRADE FAIR PARTICIPATION
1	KANO	4	2	1	2	2
2	LAGOS	7		5	0	5
3	PORT-HARCOURT	5	4	4	1	1
4	ENUGU	6	1	8	1	2
5	JOS		3	1	1	0
6	YOLA	3	9	5	0	0

Regional Office Distribution



STATE OFFICES

S/N	SMART OFFICES	CAPACITY BUILDING/ TRAINING PROGRAMS	NUMBER OF SURVEYS	NUMBER OF ADVOCACY PROGRAMS	VERIFICATION EXERCISE OF	TRADE FAIR PARTICIPATION
1	AKURE	7	9	1	2	0
2	BENIN	6	1	4	0	3
3	KOGI	3	4	1	1	0
4	EBONYI	3	5	2	0	0
5	KATSINA	0	3	0	0	0
6	SOKOTO	0	2	2	0	0
7	OWERRI	2	2	3	2	0
8	GUSAU	0	2	0	2	0
9	MINNA	0	0	0		0
10	ASABA	5	6	1	2	0
11	MAIDUGURI	2	3	3	1	0
12	UYO	3	2	4	1	1
13	BAUCHI	2	3	2		0
14	ILORIN	5	5	8	2	7
15	LOKOJA	3	4	1	1	0
16	ABAKALIKI	2	5	2	0	0
17	MAKURDI	5	4	2	0	0
18	ABA	4	3	4	1	1
19	CALABAR	9	1	7	0	0

State Office Distribution



FINANCIAL SUMMARY13



**TABLE 1:
FINANCIAL SUMMARY
Operating Results**

	2018 N'000	2017 N'000
Major Performance Items		
Gross Income	3,539	3,180
Personnel	656	582
Other Administrative Cost	3,309	2,908
Deficit/Surplus of Income over Expenditure	(425)	(309)
Major Financial Position Items		
PPE	2,015	2,073
Current Assets	1,094	1,126
Current Liabilities	177	177
Net Asset	2,933	3,022

TABLE 2: STATEMENT OF FINANCIAL POSITION

ASSETS	2018 N'000	2017 N'000
<u>Current Assets</u>		
Cash & Cash Equivalent	360,787	337,401
Receivables	717,184	770,770
Prepayment	15,033	16,686
Inventories	1,748	1,748
Total Current Assets	1,094,752	1,126,605
<u>Non Current Assets</u>		
PPE	2,015,577	2,073,319
Total Non -Current Assets	2,015,577	2,073,319
Total Assets	3,110,329	3,199,924
<u>Liabilities</u>		
<u>Current Liabilities</u>		
Unremitted Deduction	9,623	9,623
Other Payables	167,425	167,425
Total Current Liabilities	177,048	177,048
<u>Non -Current Liabilities</u>		
Total Non Current Liabilities	-	-
Total Liabilities	177,048	177,048
Net Assets	2,933,281	3,022,874
Net Assets/Equity		
Capital Grant	915,825	609,507
Accumulated Surpluses/(Deficit)	1,987,759	2,413,367
Other Reserves	29,697	-

**TABLE 3:
STATEMENT OF FINANCIAL PERFORMANCE**

	2018 N'000	2017 N'000
REVENUE		
Transfers Receipt	672,710	649,713
Aid & Grants	2,751,407	2,469,604
Sales	49,625	60,814
Other Income	66,215	-
Total Revenue (a)	3,539,957	3,180,131
Expenditure		
Personnel Cost	656,143	582,241
Overhead Cost	2,927,570	2,555,755
Domestic Grants & Contribution	80,540	62,655
CRF Remittance	63,712	61,532
Depreciation Charges	237,600	228,077
Total Expenditure (b)	3,965,565	3,490,260
Surplus/ (Deficit) from Operating Activities for the year	(425,608)	(310,129)
Gain/ (Loss) on Disposal of Asset	-	907
Total Non Operating Revenue	-	907
Surplus/ (Deficit) from Ordinary Activities for the year	(425,608)	(309,222)

TABLE 4: STATEMENT OF CASHFLOWS

	2018 N'000	2017 N'000
Receipt		
Transfers - Receipt	672,710	649,713
Aid & Grants	2,751,407	2,469,604
Sales & Others Revenue	49,625	60,814
Other Income	66,215	-
Payment		
Personnel Cost	(656,143)	(582,242)
Overhead Cost	(2,927,570)	(2,704,912)
Domestic Grants & Contributions	(80,540)	(62,655)
CRF Remittance	(63,712)	(61,532)
Aid & Grants		
Net Cashflow from Operating Activities	(188,008)	(231,210)
Cashflow from Investing Activities		
Purchase of Plants & Equipment	(142,318)	(175,013)
Proceed from sale of Plants & Equipment	-	907
Net Cashflow from Investing Activities	(142,318)	(174,106)
Cashflow from Financing Activities		
Proceeds from other Reserves	47,394	-
Capital Contribution from Government	306,318	259,140
	353,712	259,140
Net (Decrease)/ Increase in Cash & Cash Equivalent	23,386	(146,176)
Cash & Cash Equivalent @at January 1st	337,401	483,577
Bank Balances as @December 31st	360,787	337,401
Represented by		
Cash & Bank Balance	360,787	337,401
Cash @Hand	-	-
	360,787	337,401

TABLE 5 : NOTES TO THE FINANCIALS

	2018 N000	2017 N000
1 The Financial Statement of the Council was prepared in accordance with International Public Standards as issued by the International Public Sector Accounting Standard Board (IPSASB)		Sector Accounting
2 Receipt from Appropriation		
Personnel Appropriation	672,710	631,420
Overhead Appropriation	-	18,293
	<u>672,710</u>	<u>649,713</u>
3 Aids & Grants		
Port Debt Levy	2,751,407	2,469,604
	<u>2,751,407</u>	<u>2,469,604</u>
4 Sales		
Publication	21,339	23,109
Registration of Exporters	28,286	37,705
	<u>49,625</u>	<u>60,814</u>
5 Other Income	<u>66,215</u>	<u>-</u>
6 Personnel Cost		
Salaries & Allowances	612,217	575,265
Overtime Payment	2,450	6,976
Contributory Pension (Employers)	36,639	-
NHS	<u>4,837</u>	<u>-</u>
	<u>655,143</u>	<u>582,241</u>
7 Overhead Cost		
Travels & Transport	1,461,344	1,271,627
Utilities	71,357	74,237
Material & Supplies	278,236	202,536
Maintenance Services	69,151	97,129
Training	214,930	15,657
Other Services	53,981	178,208
Consulting & Professional Services	23,539	45,746
Fuel & Lubricants	42,481	67,064
Financial Charges	1,933	12,070
Miscellaneous Expenses	<u>710,588</u>	<u>591,481</u>
	<u>2,927,570</u>	<u>2,555,755</u>
8 Domestic Grants & Contributions		
Grant to State Government - Current	10,500	300
Grant to Government owned Companies - Current	16,000	5,500
Grant to Private Companies - Current	54,000	29,273
Research and Development - Expense	-	27,582
Grant to Communities & NGOs	<u>40</u>	<u>-</u>
	<u>80,540</u>	<u>62,655</u>
9 Off Remittances		
Revenue Remittance	63,712	61,355
Unsettled Overhead Appropriation	-	176

<https://nepc.gov.ng>

10 TSA Account Cash Balance		
CBN - Revenue E - Collection NEPC	264,776	46,784
CBN - NEPC	<u>15,023</u>	<u>307</u>
	<u>279,799</u>	<u>47,091</u>
10.1 Cash & Bank Balances		
Cash Balance (GRMIS) Capital	750	212,083
Cash Balance (GRMIS) Personnel	57,040	56,155
Cash Transfer to Outstations	9,842	9,300
Other Bank balances	583	-
Inter Account Transfers	<u>12,773</u>	<u>12,773</u>
	<u>80,988</u>	<u>290,311</u>
	<u>360,787</u>	<u>337,402</u>
11 Receivables		
Grant Received in Arrears	709,420	671,234
Administrative Advances	7,764	97,764
Housing Loan	-	1,772
	<u>717,184</u>	<u>770,770</u>
12 Prepayment		
Prepaid Rent	2,821	4,474
Prepaid Internet Access Charge	2,395	2,395
Prepaid Insurance Premium	<u>9,817</u>	<u>9,817</u>
	<u>15,033</u>	<u>16,686</u>
13 Inventories	<u>1,748</u>	<u>1,748</u>
	<u>1,748</u>	<u>1,748</u>
14 Plant, Property and Equipment		
COST		
Cost @ Y1'18	230	391
Addition	109	-
Wear off	-	119
Cost @ Y1'12'18	249	272
DEPRECIATION		
Dep @ Y1'18	399	344
Addition	121	38
Wear off	-	139
Dep @ Y1'12'18	500	243
Carrying Cost @ Y1'12'18	1999	29
Carrying Cost @ Y1'12'17	1921	47
15 Unremitted Deductions		
Withholding Tax	16	16
Value Added Tax	405	405
16 Other Payables		
Accrued Professional Fees	146,267	146,267
Accrued Overhead Expenses	16,362	16,362
Vendors	<u>4,796</u>	<u>4,796</u>
	<u>167,425</u>	<u>167,425</u>
17 Capital Grant		
Capital Grant B/F	609,507	350,367
Capital Debt Fund Receipt in the Year	<u>306,318</u>	<u>238,140</u>
	<u>915,825</u>	<u>588,507</u>
18 Accumulated Surplus		
Accumulated Surplus B/F	2,413,368	2,722,530
Retained Surplus/ (Deficit) for the Year	<u>(425,609)</u>	<u>(309,222)</u>
Accumulated Surplus O/F	<u>1,987,759</u>	<u>2,413,368</u>
19 Other Reserves	<u>29,697</u>	<u>-</u>

2018: a snapshot



Download the app





NIGERIAN EXPORT PROMOTION COUNCIL

Nigerian Export Promotion Council
430 Aguiyi Street, Wuse
Abuja, Nigeria

Tel. switchboard: +234 (9) 462 1555
+234 (9) 291 0966
+234 908 744 9914
+234 908 744 9915

email: enquiries@nepc.gov.ng
<https://nepc.gov.ng>

Printed by the Binani Printing Press
Report by Nigerian Export Promotion Council
© Nigerian Export Promotion Council 2017.